

Advocacy Assistance

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: U.S. Companies

Donor: United States Department of Commerce (DOC)

Donor Countries: United States of America

Description:

Advocacy assistance to exporters of U.S. goods and services seeking to compete in foreign government procurement, for international public sector contracts/projects as well as advocacy for MFI bank tenders.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Exporters of U.S. goods and services

Contact information:

U.S. Department of Commerce, The Advocacy Center

Office No.: (202) 482-3896

For more information: <http://2016.export.gov/advocacy/>

Last updated: February 23, 2018

Africa Renewable Energy Fund (AREF)

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Project Developers

Donors: African Biofuel and Renewable Energy Company (ABREC), African Development Bank (AfDB), Dutch Development Bank (FMO), ECOWAS Bank for Investment and Development (EBID), West African Development Bank (BOAD)

Donor Countries: Cote d'Ivoire, Multi-donor, Netherlands

Description:

Facilitate African and European business cooperation for co-investment, exchange of expertise and technology and promote investment. Support the development of technical capacities and business skills by creating an African-European network including research, education and private sector institutions.

Locations: Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Côte d'Ivoire, Democratic Republic of the Congo, Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mozambique, Namibia, Niger, Nigeria, Republic of the Congo, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, Sudan, Swaziland, Tanzania, Togo, Uganda, Zambia, Zimbabwe

On- or Off-Grid: Both

Geography:

AfDB Regional Member Countries

Eligibility:

Project Developers

Contact information:

Luka Buljan

LBuljan@berkeley-energy.com

For more information: http://www.africa-eu-renewables.org/_funds/berkeley-energy-african-renewable-ene

Last updated: February 18, 2018

Business Matchmaking and Market Access

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: U.S. Companies

Donor: United States Department of Commerce (DOC)

Donor Countries: United States of America

Description:

Identify potential local partners; determine the marketability of products or services; meet one-on-one with pre-screened local buyers, sales reps, and business partners (Goldkey Service); and government to government engagement to address market access and ease of doing business issues.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Market Entry

Eligibility:

Must be a U.S. company

Contact information:

<http://2016.export.gov/eac/>

For more information: <http://www.trade.gov/cs/services.asp>

Last updated: February 18, 2018

Business Matchmaking Program

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Innovation Norway

Donor Countries: Norway

Description:

Partner search program designed to support the establishment of long-term sustainable and profitable business co-operation. This support is for Norwegian companies and partners in priority countries.

Locations: Kenya, Tanzania, Uganda

On- or Off-Grid: Not Specified

Geography:

Kenya, Tanzania and Uganda

Eligibility:

Small- and medium-sized companies

Contact information:

(+ 47) 22 00 25 00

post@innovasjon Norge.no

For more information: <http://www.innovasjon Norge.no/en/start-page/our-services/internationalization/>

Last updated: February 18, 2018

Energy for Africa

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Business Sweden

Donor Countries: Sweden

Description:

Business Sweden promotes Swedish exports all over the world, in sub-Saharan Africa with a special focus on promoting Swedish energy solutions. The “Energy for Africa” initiative is a membership program involving some 50 Swedish companies aimed at increasing Swedish energy exports. Open to Swedish project developers, consultants and suppliers of Swedish products, services and system solutions, as well as financiers.

Locations: East Africa Region, Nigeria, Southern Africa Region

On- or Off-Grid: Not Specified

Geography:

A number of countries in Southern and Eastern Africa and Nigeria. Other countries also may be considered.

Eligibility:

All companies with strong ties to Sweden that contribute to exports and job creation in Sweden.

Contact information:

T: 08-588 660 00

Email: info@business-sweden.se

Last updated: February 18, 2018

Energy Sector Management Program (ESMAP)

Category: Transaction Assistance

Sub-Category: Grant Funding

Users: Private Sector, Public Sector

Donor: World Bank (WB)

Donor Countries: Multi-donor

Description:

The Energy Sector Management Program is a trust fund that supports a host of technical assistance and knowledge work in support of advancing global energy goals and client governments. Recent noteworthy initiatives include - GTF, MTF, RISE, Geospatial mapping, renewable resource mapping, etc.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

WB member countries

Eligibility:

Not Specified

Contact information:

Both

For more information: <https://www.esmap.org/>

Last updated: February 18, 2018

Export credit financing advice

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Export Credit Norway

Donor Countries: Norway

Description:

Free-of-charge assistance and advice on financing solutions for exporters and foreign purchasers of Norwegian capital goods and related services.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Open

Contact information:

+47 22 31 35 00

contact@eksportkreditt.no

For more information: <https://www.eksportkreditt.no/en-GB/>

Last updated: February 18, 2018

Global Atlas - Site Appraisal Service

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Project Developers

Donor: International Renewable Energy Agency (IRENA)

Donor Countries: Multi-donor

Description:

Within the context of the Global Atlas programme, IRENA's new Site Appraisal Service aids in screening potential solar and wind sites earmarked for development. The service is applicable to small to medium scale wind projects (e.g., <50 MW).

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

On-Demand Service

Contact information:

potentials@irena.org

For more information: <https://irena.masdar.ac.ae/gallery/#gallery>

Last updated: February 18, 2018

IFC Energy and Resource Efficiency Advisory

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: International Finance Corporation (IFC)

Donor Countries: Multi-donor

Description:

Provides advisory services to companies in three main areas: power (typically new and clean technologies like solar, wind, hydro, biomass, and geothermal resources), resource efficiency, and increasing access to modern energy services. For power, greater emphasis on off-grid and mini-grid.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Developing countries that are a member of IFC, and regional programs.

Eligibility:

Projects must be strategically relevant for IFC and the client, and designed around specific targeted development objectives.

Contact information:

Alexios Pantelias

Manager

Email: APantelias@ifc.org

For more information: https://www.ifc.org/wps/wcm/connect/0d7e080048855a7f8644d66a6515bb18/REF_Fact_Sh

Last updated: February 18, 2018

IFC PPP Advisory

Category: Transaction Assistance

Sub-Categories: Project Preparation, Structuring Transactions

User: Public Sector

Donor: International Finance Corporation (IFC)

Donor Countries: Multi-donor

Description:

IFC can serve as the lead transaction advisor to a government for a PPP. IFC provides advice on technical, legal, and regulatory requirements; structuring transactions; building capacity; addressing social and sustainability issues; and devising the strategies necessary to deliver successful PPPs.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Developing countries that are a member of IFC, and regional programs.

Eligibility:

Project must have good prospects of being profitable, benefit the local economy, and meet IFC's Performance Standards. Requires detailed appraisal, and review and approval by the Board.

Contact information:

Emmanuel Nyirinkindi

Global Head, PPP Advisory

E-mail: enyirinkindi@ifc.org

For more information: http://www.ifc.org/wps/wcm/connect/Industry_EXT_Content/IFC_External_Corporate_S

Last updated: February 18, 2018

Information Office for Private Sector Development in Developing Countries

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donors: Norwegian Agency for Development Cooperation (NORAD), Norwegian Investment Fund for Developing Countries (NORFUND)

Donor Countries: Norway

Description:

Advice and guidance, especially related to support schemes and financing possibilities, and business plans, etc.

Locations: Angola, Benin, Burkina Faso, Burundi, Central African Republic, Chad, Democratic Republic of the Congo, Djibouti, Eritrea, Ethiopia, Gambia, Guinea, Guinea-Bissau, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mozambique, Niger, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, Somalia, South Sudan, Sudan, Tanzania, Uganda, Zambia

On- or Off-Grid: Both

Geography:

ODA eligible countries

Eligibility:

Open

Contact information:

Geir Y. Hermansen gyh@norad.no

For more information: <http://www.veiledningskontoret.no/>

Last updated: February 18, 2018

International market advisory

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Innovation Norway

Donor Countries: Norway

Description:

Strategic advice and operational assistance during internationalization.

Location: Other

On- or Off-Grid: Not Specified

Geography:

Global - advisors in 30 countries

Eligibility:

Norwegian companies

Contact information:

(+ 47) 22 00 25 00

post@innovasjon Norge.no

For more information: <http://www.innovasjon Norge.no/en/start-page/our-services/internationalization/>

Last updated: February 18, 2018

IRENA Sustainable Energy Marketplace

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Project Developers

Donor: International Renewable Energy Agency (IRENA)

Donor Countries: Multi-donor

Description:

Virtual platform that gathers all renewable energy actors such as project developers, financiers, service and technology suppliers. It makes investment opportunities visible and easily identifiable for investors and helps project developers to identify relevant funding sources and expertise. The marketplace aims to actively facilitate project initiation and development, and to bring bankable renewable energy projects to financial closure by facilitating access to financial and risk mitigation instruments, advisory services, and public finance from support programmes.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Open-source tool

Contact information:

Alberto Bernardini abernardini@irena.org / Habone Moussa Osman, HOsman@irena.org

For more information: <http://africa.marketplace.irena.org/>

Last updated: February 18, 2018

IsraelNewTech

Category: Transaction Assistance

Sub-Category: Business Assistance

User: Private Sector

Donor: Israel Ministry of Economy and Industry

Donor Countries: Israel

Description:

Israel has long played a major role in the Cleantech field evolving from a nation of limited natural resources to a significant player in global sustainability. Making use of its highly educated workforce and vast experience in the hi-tech industry, the country has developed an industry over 400 companies strong. Israel NewTech is a national program aimed at promoting Israel's water and sustainable energy sectors. It offers both governments and businesses assistance in entering the Israeli market and to identify unique solutions and partners which can be found in the Israeli sustainable water, energy and environmental ecosystem

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Global

Eligibility:

Global

Contact information:

Email: israelnewtech@economy.gov.il

Phone: +972-2-666-2607

For more information: <http://israelnewtech.gov.il/English/Pages/Default.aspx>

Last updated: March 15, 2018

Lighting Global

Category: Transaction Assistance

Sub-Categories: Market Research, Technical Assistance

User: Private Sector

Donors: Global Off-Grid Lighting Association (GOGLA), International Finance Corporation (IFC), World Bank (WB)

Donor Countries: Multi-donor

Description:

Focused exclusively on off-grid solar. Supports market development by working with private companies to lower first-mover risk and mobilize private sector investment through market intelligence, quality assurance, business support services and consumer education. While IFC primarily supports manufacturers and distributors, they work with companies throughout the value chain

Locations: Burkina Faso, Democratic Republic of the Congo, Ethiopia, Kenya, Liberia, Mali, Nigeria, Rwanda, Senegal, South Sudan, Tanzania, Uganda

On- or Off-Grid: Off-Grid

Geography:

Select countries in Asia and Sub Saharan Africa

Eligibility:

One or more of client company's products must meet the Lighting Global Quality Standards, and the company must pass IFC's due diligence screening.

Contact information:

Russell Sturm, Head rsturm@ifc.org

For more information: <https://www.lightingglobal.org/>

Last updated: February 18, 2018

NEPAD Planning and Coordinating Agency

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Public Sector

Donor: NEPAD Planning and Coordinating Agency (NPCA)

Donor Countries: Multi-donor

Description:

Infrastructure team providing transaction assistance to regional power and transmission projects. Projects can be trans-boundary or within a country. Programs also supported by NEPAD include the Program for Infrastructure Development in Africa (PIDA) and the Africa Power Vision (APV). NEPAD also assists host governments with renewable energy projects through its renewable energy access programme.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Large regional projects or high priority renewable energy projects sponsored by host governments

Contact information:

Professor Mosad Elmissiry, MosadE@nepad.org

For more information: <http://www.nepad.org/>

Last updated: February 18, 2018

Norwegian Emergency Preparedness System (NOREPS)

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Innovation Norway

Donor Countries: Norway

Description:

Advise Norwegian companies about the UN and the international humanitarian and development market. Foster innovation and support development of products and sustainable solutions.

Location: Sub Saharan Africa

On- or Off-Grid: Not Specified

Geography:

Sub Saharan Africa

Eligibility:

Network between the Norwegian Ministry of Foreign Affairs, the Norwegian Red Cross, major Norwegian humanitarian NGOs, the Norwegian Directorate for Civil Protection and Emergency Planning and approx. 60 Norwegian suppliers of goods and services

Contact information:

Vidar Ellingsen, viell@innovationnorway.no +47 928 98 078

For more information: <http://www.innovasjon norge.no/en/start-page/noreps>

Last updated: February 18, 2018

Norwegian renewable energy industry

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Norway INTPOW

Donor Countries: Norway

Description:

Networking organization for the Norwegian renewable energy industry.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Membership

Contact information:

Phone: +47 21 01 12 90

E-mail: mail@intpow.com

For more information: <http://www.intpow.no/>

Last updated: February 18, 2018

Partial Credit Guarantees

Category: Transaction Assistance

Sub-Category: Guarantees

User: Project Developers

Donor: World Bank (WB)

Donor Countries: Multi-donor

Description:

Partial credit guarantees for project developers, investors, private equity funds, & host governments for both greenfield or existing projects.

Location: Sub Saharan Africa

On- or Off-Grid: On-Grid

Geography:

WB member countries

Eligibility:

Approved as per WB process

Contact information:

guarantees@worldbank.org

For more information: http://www.ifc.org/wps/wcm/connect/topics_ext_content/ifc_external_corporate_site

Last updated: February 18, 2018

Partial Risk & Partial Credit Guarantees

Category: Transaction Assistance

Sub-Category: Guarantees

User: Project Developers

Donor: African Development Bank (AfDB)

Donor Countries: Cote d'Ivoire

Description:

Partial risk & credit guarantees for project developers, investors, private equity funds, & host governments during the project development phase.

Locations: Angola, Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Côte d'Ivoire, Democratic Republic of the Congo, Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Mozambique, Namibia, Niger, Nigeria, Republic of the Congo, Rwanda, Sao Tome and Principe, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, Sudan, Swaziland, Tanzania, Togo, Uganda, Zambia, Zimbabwe

On- or Off-Grid: On-Grid

Geography:

Any AfDB Regional Member Country

Eligibility:

Applications approved at the discretion of the AfDB

Contact information:

ftfy4@afdb.org

For more information: <http://www.afdb.org/en/projects-and-operations/financial-products/african-developo>

Last updated: February 18, 2018

Scaling Solar

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Public Sector

Donors: International Finance Corporation (IFC), World Bank (WB)

Donor Countries: Multi-donor

Description:

The “one-stop-shop” for African governments and utilities aims to make privately funded grid-connected solar projects operational within two years and at competitive tariffs by assisting governments execute competitive procurement for Solar PV as well as offering successful bidders finance and risk mitigation through the IFC, WB and MIGA.

Location: Sub Saharan Africa

On- or Off-Grid: Not Specified

Geography:

Sub Saharan Africa

Eligibility:

Not Specified

Contact information:

Sumeet Thakur E-mail: SThakur@ifc.org

Phone: 202-473-7709

For more information: <https://www.scalingsolar.org/>

Last updated: February 18, 2018

Single Company Promotion

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: U.S. Companies

Donor: United States Department of Commerce (DOC)

Donor Countries: United States of America

Description:

Provides U.S. companies or their local subsidiaries with a promotional event (such as a technical seminar, press conference, luncheon, dinner, reception, etc.) or strategic activity to increase awareness of products/services in a specific market or new country.

Location: Other

On- or Off-Grid: Both

Geography:

Countries where U.S. Foreign Commercial Service or a Partner Post operates

Eligibility:

Must be a U.S. company or local subsidiary

Contact information:

http://2016.export.gov/worldwide_us/index.asp

For more information: <https://www.export.gov/Single-Company-Promotion>

Last updated: February 18, 2018

Sustainable energy and economic growth in Burkina Faso's Boucle du Mouhoun region

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Government of Canada (GoC)

Donor Countries: Canada

Description:

This initiative focused on providing services to developing and emerging economies, aims to address climate change in a particularly vulnerable region of Burkina Faso. It also aims to foster inclusive and sustainable economic growth in the country. The project includes targeted interventions in rural electrification, promotion of solar energy, and community economic development.

Location: Burkina Faso

On- or Off-Grid: Off-Grid

Geography:

Burkina Faso

Eligibility:

Not Specified

Last updated: February 18, 2018

The Swedish Energy Agency (Energimyndigheten)

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: Swedish Energy Agency

Donor Countries: Sweden

Description:

Expert assistance and financial support to Swedish companies wishing to engage in international climate cooperation within the framework of the Clean Development Mechanism, new international cooperation mechanisms, performance-based climate finance or other initiatives related to the climate Convention. Fund can be accessed by (1) Swedish companies, both service companies and manufacturing companies; and (2) Companies and agencies or organizations.

Locations: Benin, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Côte d'Ivoire, Democratic Republic of the Congo, Djibouti, Eritrea, Ethiopia, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mozambique, Niger, Nigeria, Republic of the Congo, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, Somalia, South Sudan, Sudan, Swaziland, Tanzania, Togo, Uganda, Zambia, Zimbabwe

On- or Off-Grid: Both

Geography:

Low-and middle-income countries

Eligibility:

Contribute to reducing emissions, linked to partnerships under the climate Convention (such as the CDM, NAMA, REDD +, the Green climate fund, other climate financing)

Contact information:

+46 16 544 20 00

Last updated: February 18, 2018

Trade Promotion Programs

Category: Transaction Assistance

Sub-Category: Technical Assistance

User: Private Sector

Donor: United States Department of Commerce (DOC)

Donor Countries: United States of America

Description:

Trade Promotion Programs administered by the Department of Commerce International Trade Administration to facilitate business development, sales, and high-level engagement between U.S. firms and key stakeholders in export markets. Includes overseas trade missions; Trade Fair Certification for international trade shows seeking to attract U.S. companies; and the International Buyer Program for promotion of U.S. industry and matchmaking between U.S. firms and foreign buyers attending domestic trade shows.

Location: Sub Saharan Africa

On- or Off-Grid: Both

Geography:

Sub Saharan Africa

Eligibility:

Program Dependent

For more information: <https://www.export.gov/Programs-for-Trade-Promotion-Partners>

Last updated: February 18, 2018

US-East Africa Geothermal Partnership (EAGP)

Category: Transaction Assistance

Sub-Category: Technical Assistance

Users: Public Sector, U.S. Companies

Donors: Geothermal Energy Association (GEA), U.S. Energy Association (USEA), United States Agency for International Development (USAID)

Donor Countries: United States of America

Description:

Collaboration between private sector, regional organizations, international donors and East African institutions to identify immediate geothermal goods and services needs. To Facilitate access to opportunities in East Africa's geothermal sector for U.S. geothermal companies & suppliers, Policymakers, developers, investors, experts and equipment suppliers.

Locations: Djibouti, Ethiopia, Kenya, Rwanda, Tanzania, Uganda

On- or Off-Grid: On-Grid

Geography:

Ethiopia, Kenya, Djibouti, Rwanda, Tanzania, Uganda

Eligibility:

Not Specified

Contact information:

Andrew Palmateer apalmateer@usea.org or (202) 312-1286

For more information: <https://www.usea.org/program/EAGP>

Last updated: February 18, 2018